



BCX Digital Innovation Awards | **2020**

Great Innovations Thrive in Difficult Times

Awards Call for Entries

This is a call for South African businesses to enter the 2020 BCX Digital Innovation Awards.

Enter your Innovations Today.

Submissions close 16 October 2020

<https://www.bcx.co.za/DigitalInnovationAwards>

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AWARD CATEGORIES:

There are 2 award categories:

CATEGORY 1:

SME DIGITAL INNOVATION AWARD

This category is open to South African SME's who have been in operation for more than 1 year, who employ 5 or more personnel and who have an annual turnover of R50m or less.

Prizes

- Opportunity to partner based on set criteria.
- Business in a Box
- Media coverage

CATEGORY 2:

CORPORATE ENTERPRISE DIGITAL INNOVATION AWARD

This category is open to South African Large / Corporate Enterprises who employ more than 200 personnel.

Prizes

- BCX Digital Transformation Programme
- Media coverage

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ENTRY CRITERIA:

The awards are open to Small, Medium or Large Enterprises which meet the following requirements:

1. The entering organisation must be a South African Enterprise (Registered in SA). Public or Private enterprise.
2. SME applications are open to businesses in operation for more than 1 year, who employ 5 or more personnel, and have an annual turnover of R50m or less.
3. Corporate applications are open to organisations that employ more than 200 personnel.
4. Entrants must show that they have used improved or new technology to innovate.
5. Businesses must state how the proposed digital innovation / transformation has added value to their organisation or society.
6. The Digital Innovation / Transformation projects should have been developed from 2017 onwards.
7. The entered Digital Innovation should still be in operation.

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JUDGING CRITERIA: METRICS

Criteria	%
Unpacking the Challenge Quality of Problem Statement / Business Challenge	10
Unpacking the Value Quality of Value Proposition for the intended target audience. [SMART Goals]	10
Creativity Innovativeness of Technology used.	20
Implementation Success in Implementation of Technology (Achievement of timelines, Embedding of Solution)	20
Results To what extent did the end results meet the value proposition and solve the business challenge	20
Level of ROI ROI in terms of operational enhancements, revenue generation, market share increase, cost reduction vs cost to implement.	20
TOTAL	100%

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CREATING A PORTFOLIO OF EVIDENCE: GUIDELINES

Complete your portfolio of evidence by answering the below areas while referencing the above judging criteria.

Upload the final to: <https://www.bcx.co.za/DigitalInnovationAwards/>

Section 1:

Please add the below information to the front of your portfolio of evidence.

Company Details:

1. Company Name
2. Head office Physical Address
3. Company Contact Number
4. Company Website url

Company Representative Details:

1. Name
2. Surname
3. Position
4. E-mail
5. Mobile
6. Landline

Awards Entry details:

1. Category
2. Name and Short description of Digital Innovation
3. Reason for nominating the Digital Innovation

I confirm that all information uploaded in the portfolio of evidence is accurate and true. I confirm that I have been authorised and permitted by my business to enter our work into the BCX Digital Innovation Awards.

Entrant Company Signature: _____ / date: _____

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Section 2:

1. Describe your Business Challenge

a. Problem Statement / Business Challenge

How might we [human-oriented problem to solve] **through/by** [big hunch about the innovation] **so that** [important outcome that will happen].

Examples:

- **How might we** help time-crunched early learning educators find books **through** a better discovery experience **that** helps meet their students' specific needs?
- **How might we** help entrepreneurs navigate their journey **with** a city-wide platform **so that** economic growth is supercharged?
- **How might we** help match social causes and funders **through** an intelligent, turnkey product **so that** more time is spent doing good and less time spent looking for funding?

2. Describe the Value Proposition

- a. Define the Value Proposition
- b. Define the Intended target audience (internal/external).
- c. What were the project goals

3. Describe how the ideation came about.

- a. Origination of innovation
- b. Team working on the project
- c. Involvement of outside parties, groups, forums etc..

4. List and describe the technology used.

5. Outline and describe how the innovation was implemented.

6. Describe the successes: *for example*

- a. Achievement of timelines
- b. Embedding of Solution
- c. Adoption
- d. Challenges overcome

7. How did the outcome measure up to the initial value proposition?
8. Present the ROI in terms of operational enhancements, revenue generation, market share increase, cost reduction vs cost to implement or any other relevant areas.

AWARD TIMELINES: ORDER OF EVENTS

The awards proceedings are as follows:

- **20 July 2020:** Entries Open
- **NEW > 16 October 2020:** Entries Close – we have extended our closing date until 16 October 2020.
- **19 October to 21 October 2020:** Shortlisting of Entries
- **22 October 2020:** Shortlisted Entries Announced
- **23 October 2020:** 3 hour, online “How to present” masterclass for all shortlisted candidates, to prepare for the “BCX Digital Warriors” judging panel online sessions.
- **28 October to 29 October 2020:** Digital Warriors Judging Panel, online sessions. [View the 2019 Digital Warriors Judging Panel](#)
- **12 November 2020:** Awards Event, in collaboration with the Sunday Times Top 100 Event.

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AWARD JUDGES: JUDGING PANEL FOR THE 2020 AWARDS



Jaco Gerrits - Founder of Dynamus Technologies

Jaco Gerrits is a previous winner of the Top Technology Entrepreneur in Africa Award and has been featured in numerous publications across the world.

His latest venture Roadsave, a smartphone app developed to save lives, recently received the prestigious Frost & Sullivan Top Leadership in Technology Award. Jaco believes that it's possible to do good while doing well, where enterprise and investment are used as powerful forces for good.

This saw him winning "The Venture" South Africa, a global search for the best social entrepreneurs, where he had the honour of representing our country against 26 others in New York.

FACEBOOK: <https://www.facebook.com/gerritsjaco>

LINKEDIN: <https://www.linkedin.com/in/jaco-gerrits-9396b21/>



Benji Meltzer - CTO & Co Founder

Benji grew up with an enthusiasm for design and entrepreneurship. He obtained a BSc in Mechatronics Engineering at UCT in 2011. He then worked as a software engineer and business analyst at the Cyest Corporation in Johannesburg, Chile and Australia.

The work comprised of building software models of businesses and using these to simulate operations and optimise performance in the mining, telecommunications and logistics industries. Next he returned to his passion for engineering and study, and obtained

a MSc in Neurotechnology at Imperial College London. His main research areas at Imperial focussed on machine learning and computational neuroscience.

Thereafter he joined Uber for a year, where he worked as an Operations and Logistics Manager for Sub Saharan Africa. Benji has developed niche skills in the mentioned areas and aims to incorporate his analytical, computational and biomedical skill sets in innovating unique and powerful technology.

FACEBOOK: <https://www.facebook.com/benji.meltzer>

LINKEDIN: <https://www.linkedin.com/in/benjamin-meltzer/>

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Alistair Mokoena – Country Director for Google South Africa

My 22-year career is a story of 5 chapters. These chapters include Law, Marketing, Advertising, Academia and Technology. I'm a Chartered Marketer with the following qualifications: BCom, LLB, MBA and MDP from Rhodes University, Mancosa GSB and UCT GSB. I'm currently finalizing my PhD in Business Administration at the North West University Business School.

I spent 14 years in various marketing roles at Unilever, Tiger Brands, SABMiller, Cadbury and Absa bank. These roles ranged from Brand Manager to Marketing Director. Thereafter I spent 8 years heading up advertising agencies such as FCB and Ogilvy South Africa as Chief Executive Officer. My current role is Country Director for Google South Africa.

I serve on various marketing and advertising industry bodies such as MASA, IAB, ARB and serve as a jury member for the Bookmarks awards, Adfocus awards and Marketing Achievement Awards. I have received numerous industry awards over the years, most notably the Best Advertising & Marketing Leader for 2019 in South Africa by Global Brands Magazine.

I have a deep passion for teaching and have been a regular guest lecturer at various business schools for over a decade. I'm currently a Professor of Practice and MBA Coach at the Joburg Business School.

FACEBOOK: <https://www.facebook.com/alistair.mokoena>

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Nadia Mather - Director at Tabacks

Nadia Mather is a director at Tabacks, a law firm which offers expert, forward-thinking legal counsel to clients in South Africa and across the globe.

She forms part of the Corporate and Commercial Litigation department and specialises in both Corporate and Commercial Law as well as Litigation. Nadia has advised both private and listed clients across a wide range of industries including technology, , solar energy, construction, property, manufacturing, intellectual property, entertainment, and advertising.

Nadia did her articles at a notable firm in Johannesburg and was admitted as an attorney in 2011. After working at a boutique law firm specialising in the Corporate and Commercial Law and Litigation, she joined Tabacks as a director in 2016.

FACEBOOK: <https://www.facebook.com/nadia.mather>

LINKEDIN: <https://www.linkedin.com/in/nadia-mather-599bb298/>



Mandisa Ntloko-Petersen - BCX Chief Marketing Officer

With more than 25 years of experience in marketing, Mandisa is an empowering leader who believes in the importance of working within a collaborative environment, surrounding herself with talented people.

She expects delivery and accountability but is never afraid of getting her hands dirty. Mandisa's key interests lie in brand strategy, content marketing and driving sales through opportunity-centric and personalized marketing, which she has been working towards for BCX, since taking on her current role in August 2018.

Before joining BCX, Mandisa was General Manager of Enterprise Marketing at MTN Business, had served as Marketing and Communications Director of Accenture South Africa, and held positions at Dimension Data and Nokia, both in South Africa and in Helsinki, Finland.

LINKEDIN: <https://www.linkedin.com/in/mandisantloko/>



Shaheen Vawda – BCX Chief Sales Officer

Shaheen has over 20 years' experience in the Information and Communications Technology (ICT) arena and plans to drive strategic initiatives and provide executive-level support to top decisionmakers, both within BCX and for our customers.

Shaheen joined us in June 2019 and has experience in leadership and management in all areas of finance, sales and delivery. Before joining BCX, Shaheen was Channel Sales Director at Dell EMC South Africa.

He led the Channel Sales organization in South Africa and Southern African Development Community (SADC) countries, implementing and heading up a consultative selling approach to position Dell EMC's global strategy. Shaheen previously held positions at Microsoft and T-Systems.

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Need more information?

Contact us DigitalInnovationAwards@bcx.co.za:

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